

## Message Text

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ACTION AF-06

INFO OCT-01 EUR-12 ISO-00 EB-07 ERDA-05 AID-05 CEA-01

CIAE-00 CIEP-01 COME-00 DODE-00 FEAE-00 FPC-01 H-02

INR-07 INT-05 L-03 NSAE-00 NSC-05 OMB-01 PM-04

USIA-06 SAM-01 OES-03 SP-02 SS-15 STR-04 TRSE-00

NEA-10 /107 W

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P R 231435Z JAN 76

FM AMEMBASSY KINSHASA

TO SECSTATE WASHDC PRIORITY 6169

INFO AMEMBASSY BRUSSELS

C O N F I D E N T I A L KINSHASA 643

E.O. 11652: GDS

TAGS: ENRG, EINV, CG, US

SUBJECT: POSITION OF TEXACO AND MOBIL ON PARTICIPATION/COMPENSATION  
NEGOTIATIONS WITH GOZ

REF: STATE 015334

1. EMBOFF HAS HAD NUMEROUS DISCUSSIONS WITH RESIDENT AND  
VISITING TEXACO AND MOBIL REPS CONCERNING COMPANY PROPOSALS  
AND TACTICS TO BE PURSUED WITH GOZ.

2. JANUARY 19 TEXACO REPS ACCOMPANIED BY EMBOFF PRESENTED  
TEXACO PROPOSAL IN GENERAL TERMS TO COMMISSIONER OF  
PORTEFEUILLE MAMBU WHO DID NOT TAKE EXCEPTION TO MULTI-  
COMPANY PRINCIPLE AS OUTLINED BY TEXACO. THEY HAVE HAD  
SUBSEQUENT MEETINGS WITH PETROLZAIRE WHO ALSO HAVE NOT  
MADE SPECIFIC OBJECTION TO MULTI-COMPANY PROPOSAL.  
TEXACO MEETINGS WITH GOZ OFFICIALS ARE TO BE RESUMED  
FIRST WEEK IN FEBRUARY.

3. MOBIL WILL HAVE COMPANY MEETING IN NAIROBI IN NEXT  
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SEVERAL DAYS IN ORDER TO FORMULATE PROPOSAL WHICH IT

INTENDS TO PRESENT TO GOZ, HOPEFULLY IN APPROXIMATELY ONE WEEK'S TIME.

4. WE HAVE URGED LOCAL REPS TO MAKE PROPOSALS TO GOZ ASAP BECAUSE PETROFINA HAS BEEN NEGOTIATING AND POSSIBILITY EXISTS THAT GOZ MIGHT CONCLUDE AN AGREEMENT WITH PETROFINA WHICH COULD HAVE ADVERSE EFFECTS UPON MOBIL AND TEXACO. DCM EXPRESSED THIS CONCERN TO BISENGIMANA AND TOLD HIM THAT TEXACO WAS IN PROCESS OF PRESENTING SPECIFIC PROPOSAL AND THAT MOBIL WOULD DO SO IN NEAR FUTURE. BISENGIMANA REPLIED THAT HE WOULD BE VERY INTERESTED IN SEEING THEIR PROPOSALS AND ASSURED DCM THAT THEY WOULD NOT BE PRESENTED WITH THE FAIT ACCOMPLI OF AN AGREEMENT WITH PETROFINA.

5. AS GOZ HAS NOT RAISED OBJECTIONS TO MULTI-COMPANY CONCEPT AS PRESENTED BY TEXACO AND AS MOBIL HAS NOT YET EVEN FORMULATED ITS SPECIFIC PROPOSAL, WE FEEL THAT IT WOULD BE PREMATURE FOR US TO RAISE WITH GOZ CONCERN EXPRESSED IN REFTEL. WE WILL CONTINUE TO MONITOR DEVELOPMENTS AND WILL DO SO IF MULTI-COMPANY CONCEPT DOES IN FACT BECOME A PROBLEM.

6. FINALLY, WE ARE RELUCTANT TO DISCUSS THIS SITUATION WITH BELGIANS. WE HAVE EXCELLENT RELATIONS WITH BELGIANS PRIMARILY BECAUSE WE BOTH VIEW ALMOST ALL OF OUR INTERESTS AS IDENTICAL. SUCH IS NOT THE CASE IN THIS PARTICULAR INSTANCE. BELGIAN ECONOMIC COUNSELOR HAS CLEARLY INDICATED TO EMBOFF THAT RIVAL COMMERCIAL INTERESTS ARE AT STAKE. FYI: IT IS GENERALLY REGARDED THAT MOBIL EMERGED AS WINNER IN NEGOTIATIONS WHICH FOLLOWED ORIGINAL NATIONALIZATION. THERE IS KEEN REVALRY BETWEEN NOT ONLY FOREIGN AND U.S. COMPANIES BUT BETWEEN TEXACO AND MOBIL THEMSELVES. CUTLER

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